

Message Text

CONFIDENTIAL

PAGE 01 STATE 153782

64

ORIGIN NEA-16

INFO OCT-01 ISO-00 EB-11 COME-00 SS-20 NSC-07 HEW-08 L-03

CIAE-00 INR-11 NSAE-00 RSC-01 SSO-00 NSCE-00 INRE-00

/078 R

DRAFTED BY NEA/EGY:LWSEMAKIS:GK

APPROVED BY NEA:SSOBER

----- 008768

O 162218Z JUL 74 ZFF4

FM SECSTATE WASHDC

TO AMEMBASSY CAIRO NIACT IMMEDIATE

C O N F I D E N T I A L STATE 153782

E.O. 11652:GDS

TAGS: EAID, EG

SUBJECT:WESTINGHOUSE AND WAFAL AMAL PROJECT

REF: (A) CAIRO 5035 (B) STATE 149592 (C) KORMAN/SEMAKIS

TELECON OF JULY 16

1. DESPITE ASSURANCES FROM WESTINGHOUSE V.P. HARRY JONES REPORTED REFTEL (B), WESTINGHOUSE OFFICIALS DIRECTLY RESPONSIBLE FOR DISCUSSIONS WITH EGYPTIANS ON PROJECT INFORMED US JULY 16 THAT COMPANY FACES MAJOR PROBLEMS IN TRYING TO FULFILL EGYPTIAN EXPECTATIONS. ACCORDING TO WESTINGHOUSE VICE PRESIDENT W.C. ROBINSON (BALTIMORE OFFICE), EGYPTIANS HAVE NOT ONLY MISINTERPRETED EXTENT OF WESTINGHOUSE OFFER OF ASSISTANCE, BUT HAVE ALSO FAILED TO TAKE STEPS THAT WOULD PERMIT WESTINGHOUSE TO HELP WITH PLACING ORDERS FOR EQUIPMENT.

2. AT OUR SUGGESTION, ROBINSON, ACCOMPANIED BY V.P. HARRY JONES, WILLIAM D. FINLAY, DIRECTOR, CONSULTING SERVICES HEALTH SYSTEMS DIVISION, AND MICHAEL J. REARDON, DIRECTOR, MANAGEMENT SYSTEMS, CAME TO DEPARTMENT JULY 16 TO DISCUSS SITUATION AT DESK LEVEL. WE REFERRED TO EMBASSY'S
CONFIDENTIAL

CONFIDENTIAL

PAGE 02 STATE 153782

CONCERN OVER WESTINGHOUSE HANDLING OF SITUATION AND NOTED

NEGATIVE REPERCUSSIONS FOR COMPANY IF EGYPTIANS AT HIGHEST LEVELS WERE TO CONCLUDE THAT COMPANY IS BACKING OUT ON COMMITMENTS MADE BY WESTINGHOUSE REPRESENTATIVES IN CAIRO.

3. ROBINSON AND OTHER COMPANY OFFICIALS AGREED THAT WESTINGHOUSE NEEDS TO BE RESPONSIVE AND HAVE UNDERTAKEN TO STUDY MATTER AND SUBMIT BY COB JULY 17 FOR DEPARTMENT'S INFORMATION PAPER OUTLINING SPECIFIC COURSE OF ACTION WESTINGHOUSE INTENDS TO TAKE TO MEET SITUATION. IN MEANWHILE, ROBINSON HAS REQUESTED THAT EMBASSY PASS FOLLOWING MESSAGE TO PURCHASING AGENT GORIN AT HILTON HOTEL: QTE REQUEST YOU CONTACT MR. FINLAY BY PHONE IN BALTIMORE TEL NO. (301) 997-3010. PLEASE REMAIN IN CAIRO PENDING FURTHER INSTRUCTIONS FROM WESTINGHOUSE. UNQTE.

4. WE WILL PASS SUBSTANCE OF WESTINGHOUSE PAPER TO EMBASSY SOONEST. IF CURRENT EFFORTS DO NOT PRODUCE SATISFACTORY RESULTS, DEPT. OFFICIALS AT HIGHER LEVELS WILL EXPLORE MATTER FURTHER WITH MORE SENIOR OFFICIALS AT WESTINGHOUSE. KISSINGER

CONFIDENTIAL

NNN

Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: FOREIGN RELATIONS, EQUIPMENT, MEDICAL FACILITIES, VOLUNTARY AGENCIES, SOCIAL SERVICES
Control Number: n/a
Copy: SINGLE
Draft Date: 16 JUL 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: ShawDG
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974STATE153782
Document Source: CORE
Document Unique ID: 00
Drafter: LWSEMAKIS:GK
Enclosure: n/a
Executive Order: GS
Errors: N/A
Film Number: D740190-1058
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740744/aaaabliy.tel
Line Count: 81
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN NEA
Original Classification: CONFIDENTIAL
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: CONFIDENTIAL
Previous Handling Restrictions: n/a
Reference: (A) CAIRO 5035 (B) STATE 149592 (C), KORMAN/SEMAKIS
Review Action: RELEASED, APPROVED
Review Authority: ShawDG
Review Comment: n/a
Review Content Flags:
Review Date: 14 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <14-Aug-2002 by shawdg>; APPROVED <26 MAR 2003 by ShawDG>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: ESTINGHOUSE AND WAFAL AMAL PROJECT
TAGS: EAID, EG, US, WESTINGHOUSE
To: CAIRO
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005